

MAIL TO: Office of the Attorney General Registry of Charitable Trusts P.O. Box 903447 Sacramento, CA 94203-4470

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES VEHICLE DONATION PROGRAM

ANNUAL FINANCIAL REPORT FOR 20 05 (California Government Code section 12599) (11 Cal. Code Regs. section 308)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code section 12586.1.



STREET ADDRESS: 1300 I Street Sacramento, CA 95814 Telephone: (916) 323-5079 WEBSITE ADDRESS: http://ag.ca.gov/charities/

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

Form with two columns: 'Name and Address of Commercial Fundraiser for Charitable Purposes' and 'Name and Address of Charitable Organization'. Includes fields for CF No., CT No., F.E.I.N., and addresses for American Donation Organization and Armed Services YMCA of the USA.

Figures from (check one): National Campaign [ ] California Campaign [x] Property Donation held (on) (from) January 1, 20 05, to December 31, 20 05

1. REVENUE

- A. Car/Truck Sales 27,420 A.
B. Boat Sales B.
C. Other sources: (Specify) a. b. c. d.

D. TOTAL REVENUE (1) 27,420 D.

2. EXPENSES (2)

- A. Fees or commissions paid by commercial fundraiser for charitable purposes 308 A.
B. Salaries 703 B.
C. Payroll taxes 74 C.
D. Employee benefits 0 D.
E. Towing 2,844 E.
F. Vehicle repairs (3) 2,351 F.
G. Parts (3) 727 G.
H. DMV Fees 30 H.
I. Appraisals 17 I.
J. Detailing (3) 563 J.
K. Advertising (4) 1,930 K.
L. Telephone 274 L.
M. Other expenses: (Specify) a. Lease/Rent 3,226 Ma.
b. Auction Fees 1,101 Mb.
c. Office Expense 240 Mc.
d. See Attached 3,542 Md.

N. TOTAL EXPENSES 17,928 N.

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|---|-------|------|
| 3. Distribution or net to charitable organization   | 9,492 | 3.   |
| 4. Less additional expenses relating to operation of vehicle donation program paid by charity | -0-   | 4.   |
| 5. Total amount charity realized from operation of vehicle donation program                   | 9,492 | 5. ✓ |
6. (a) Is any director, officer, or employee of the commercial fundraiser for charitable purposes a director, officer, or employee of the charitable organization listed in this report?

Yes  No If "yes," complete the following:

Name and address of director, officer or employee of commercial fundraiser for charitable purposes	Name and address of charitable organization	Relationship of director, officer, or employee to charitable organization

(b) For each affiliation identified in 6(a), attach copy of the contract between the commercial fundraiser for charitable purposes and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

**Footnotes:**

- (1) Total gross revenue from vehicle/property sales (no expense deductions).
- (2) The detailed schedule of expenses below shows how ADS spends its contracted share of the total gross revenue. For clarification, lines 2A through 2M detail the many expenses incurred to: advertise and market on behalf of client charities, schedule donations, make pick ups, provide donation storage, prepare for sale, make repairs, perform legal paperwork, prepare reports and sell the donation at retail or wholesale to maximize net revenue for the client charity.
- (3) These are expenses which specifically enhance the selling price of donated property where feasible prior to wholesale or retail sale. (For example, repairing a non-running vehicle so it is running at time of sale can often increase its selling price by threefold or more providing a substantially larger deduction for the donor and increased revenue for the charity.)
- (4) ADS advertises to promote donations for client charities and pays for it from its contracted share of the total gross revenue. ADS does not charge its client charities for advertising. ADS also advertises the appropriate vehicles for sale in the retail market.

**Other Expense: (Line Md.)**

Outside Services	1,395
Professional Fees	659
Insurance	347
Supplies	302
Postage	113
Equipment Rental	11
Utilities	29
Security	162
Travel & Lodging	204
Permits & Licenses	99
Depreciation	46
Laundry & Uniforms	45
Miscellaneous	130
<b>Total of Other expenses (for line M.d.)</b>	<b>3,542</b>